

# FARM and AGRIBUSINESS BUSINESS MANAGEMENT

## 3-4 Member Team

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### IMPORTANT NOTE

*Please thoroughly read the General CDE Rules Section at the beginning of this handbook for complete rules and procedures that are relevant to State FFA Career Development Events.*

#### I. PURPOSE

The Farm and Agribusiness Business Management Career Development Event provides competition that fosters information assimilation, critical thinking and problem-solving skills necessary for successful business management. The skills learned in this event can be used to successfully manage a farm, pursue agricultural business careers and can be applied to personal financial management. The Farm and Agribusiness Business Management Career Development Event enhances and encourages opportunities for all participants to receive instruction that develops business management skills.

#### II. OBJECTIVES

1. Analyze business management information.
2. Apply economic principles and concepts of business management to the decision-making process.
3. Evaluate business management decisions.
4. Work together cooperatively as a group.

#### III. EVENT RULES

1. Additional notes, books, or paper will not be allowed in the contest room.
2. The contest will be scored by grading the objective test and adding the participation points from the experiential part of the contest.
3. Participation points will be earned only if students start and complete the experiential part of the contest.

#### IV. EVENT FORMAT

##### A. Team Make-Up

1. One agricultural economics team composed of three or four members may be entered by each school.
2. No individual contestants will be allowed to register.
3. The three contestants with the highest scores will be considered official contestants for the team score.

**B. Equipment**

1. Contestants will be allowed to have a personal battery operated calculator with them during the contest.
2. Scratch paper will be provided as needed.
3. Students should provide their own #2 pencils.

**C. Event Schedule**

Each contestant shall complete the event in the time allotted:

1. Experiential Part — variable; approximately 1 hour
2. Objective Test Part — 60 minutes

**D. Experimental Part (100 Points)**

1. The experiential section will consist of participation in one or two activities such as simulation games. The activities used usually change from year to year.
2. Selection will be made from packages available to the department such as Green Revolution, Stocker cattle-wheat grazing, Packer-Feeder, Leverage Game, and others as they are identified.
3. Presence and participation in this section will be required to obtain points attributed to this section.
4. It will be an all or none situation on the points. Those present receive 100 points. Those absent receive 0 points.  
There will be no need to prepare for the experiential section of the contest other than becoming familiar with any materials provided to all teachers prior to the contest.
5. Points for the experiential section will be tied to participation only.

**E. Objective Part (300 Points)**

1. The objective test covers the recommended curriculum (60 questions worth 5 points each).
2. The questions in this part of the contest will consist of objective questions based on that part of the curriculum that relates to Agricultural Economics.
3. This section will be limited to the topics included in the regular Agricultural Education Curriculum Guides One through Four only.
4. The material to be included will be reevaluated as new curriculum is recommended for use by State Department of Agricultural Education.

5. The objective questions in this section will be based on understanding and application of those economic principles included in the recommended curriculum as applied to agriculture.
6. A packet of previous tests with answer keys are available for download at the web address shown below in references.

**V. SCORING**

Experimental Part.....	100
Objective Part.....	300
<b>Total Points .....</b>	<b>400</b>

**VI. TIEBREAKERS**

If a tie occurs, they are broken using pre-selected questions from the objective exam. The first person found to have incorrectly answered a pre-selected tiebreaker, loses the tie.

**VII. AWARDS**

The Aggie-X Club presents a \$100 scholarship to the highest scoring senior in this contest if that senior enrolls in Agricultural Economics at Oklahoma State University.

**VIII. REFERENCES**

- Farm Business Records & Financial Statements: Available from Curriculum and Instructional Materials Center, Oklahoma Department of Career and Technology Education.
- OSU Fact Sheet # F-790 -- Evaluating Financial Performance and Position To access Fact Sheet go to the following website address:  
<http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-1814/AGEC-790web.pdf>
- The Commodity Marketing Activity Teachers Guide  
Sponsored by:  
Stewart-Peterson Advisory Group  
Chicago Mercantile Exchange  
Data Transmission Network  
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**IX. SUPPLEMENTAL MATERIALS AND FORMS**

CDE #105481 Scansheet

FBM Supplement